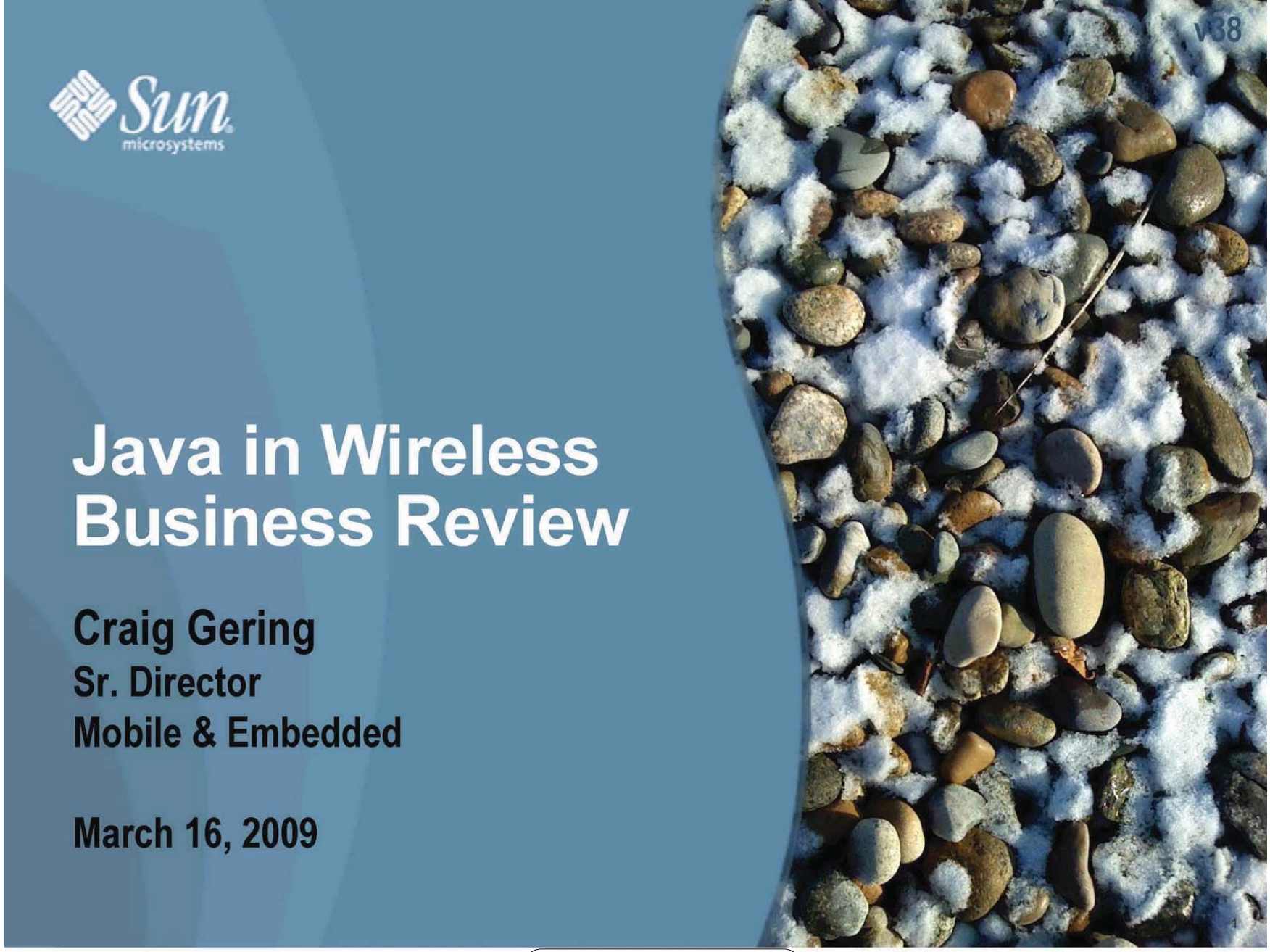
Exhibit 11



Java in Wireless Business Review

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Sr. Director
Mobile & Embedded

March 16, 2009

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA
TRIAL EXHIBIT 2052
CASE NO. 10-03561 WHA
DATE ENTERED _____
BY _____
DEPUTY CLERK

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Wireless Java vision

Java is what makes all mobile devices work

> Java is recognized and valued as the superior software platform to deliver compelling online services and content across all mobile devices

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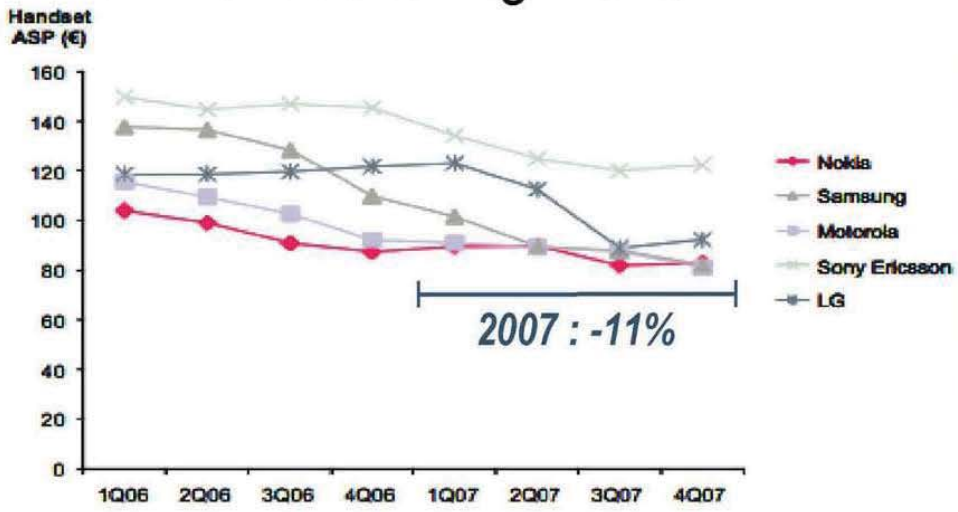
Handsets : Growing, Maturing

- Market growth is now driven by China / India

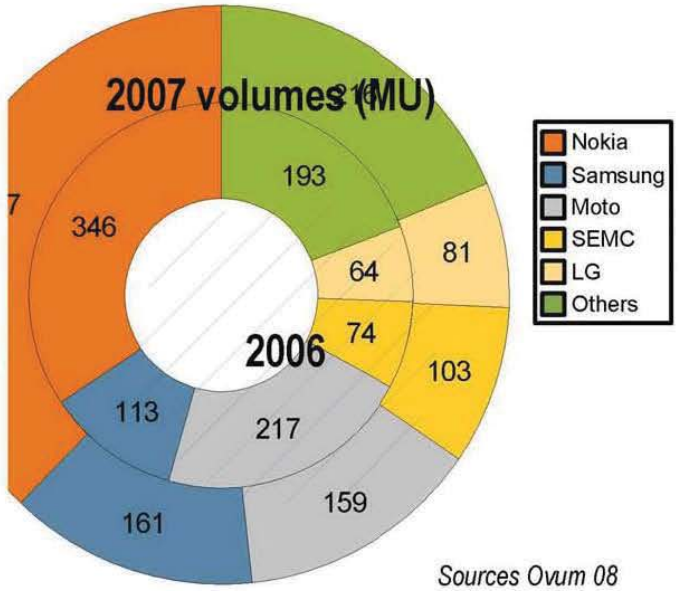
	CAGR 07-11
NAM + Europe	3.9%
China India	11.7%
Rest	4.3%

[Handset volumes]

- OEMs face falling ASPs



- 5 vendors = 80% of the market
  - > Nokia remains dominant: superior profitability, market share
  - > Vendors from PRC, Korea & Taiwan building brands, gaining share



Sources Ovum 08

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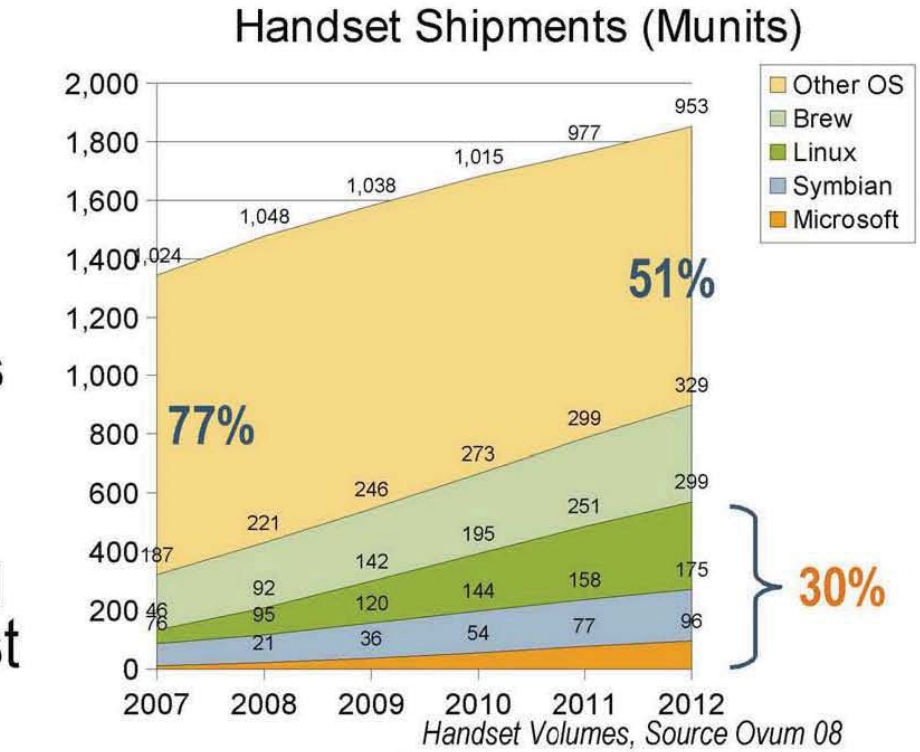
Open, Rich Platforms Emerging

- RTOS share shrinking but remains largest segment
  - > Smart OS reach 30% in 4 yrs.
  - > Giving developers more options besides Java to deploy rich content
- Limo/Symbian/Android driving OS & middleware into low cost
- Diversity remains
  - > Operators expected to support at least 3 platforms



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Operators Drive the Market

- Operators subsidize and set requirements for devices and content. Sun-Operator engagement is critical to Java success.

	SUBSCRIBERS (Millions)			share
1	China Mobile	China	369	17%
2	Vodafone	UK	252	12%
3	Telefónica / Movistar / O2	Spain	171	8%
4	China Unicom	China	160	7%
5	América Móvil	Mexico	153	7%
6	T-Mobile	Germany	123	6%
7	Orange / France Télécom	France	110	5%
8	Telenor	Norway	90	4%
9	MTS	Russia	84	4%
10	AT&T Mobility	USA	71	3%
11	Verizon	USA	67	3%
	...			
19	Sprint/Nextel	USA	53	2%

CSG Activity

- *Some engagement, but not much focus*
- *Various engagements but limited in scope*
- *Current CSG strategic focus is on US carriers leveraging broader SMI relationships and strong CDMA market.*

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Mobile Operators need ...

Products and services that drive:

- Low cost of ownership
  - > Consistent user experience driving brand
  - > Minimal development, test, distribution, and support costs
- Attractiveness/Stickiness
  - > Enlist new customers and retain users on their network
- New monetization vectors
  - > Generate revenue streams outside of data subscription plans such as advertising, distribution, premium services...
  - > Deliver services on all devices – not only smartphones

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Wireless Java Problems

- Java is not the vehicle for flagship content
  - > No buzz around Java apps
  - > Alternatives to Java targeting ease of creating compelling apps
- Fragmentation(s) damage Java value proposition
  - > Limitation of WORA means increased testing costs, lower margins
  - > Lack of coherent ecosystem/model to bring applications to market
- CSG monetization of the wireless market is very low, limited
  - > Sun revenue **< 0.1%** of device price
  - > Sun revenue **= 0%** of operator ongoing ARPU

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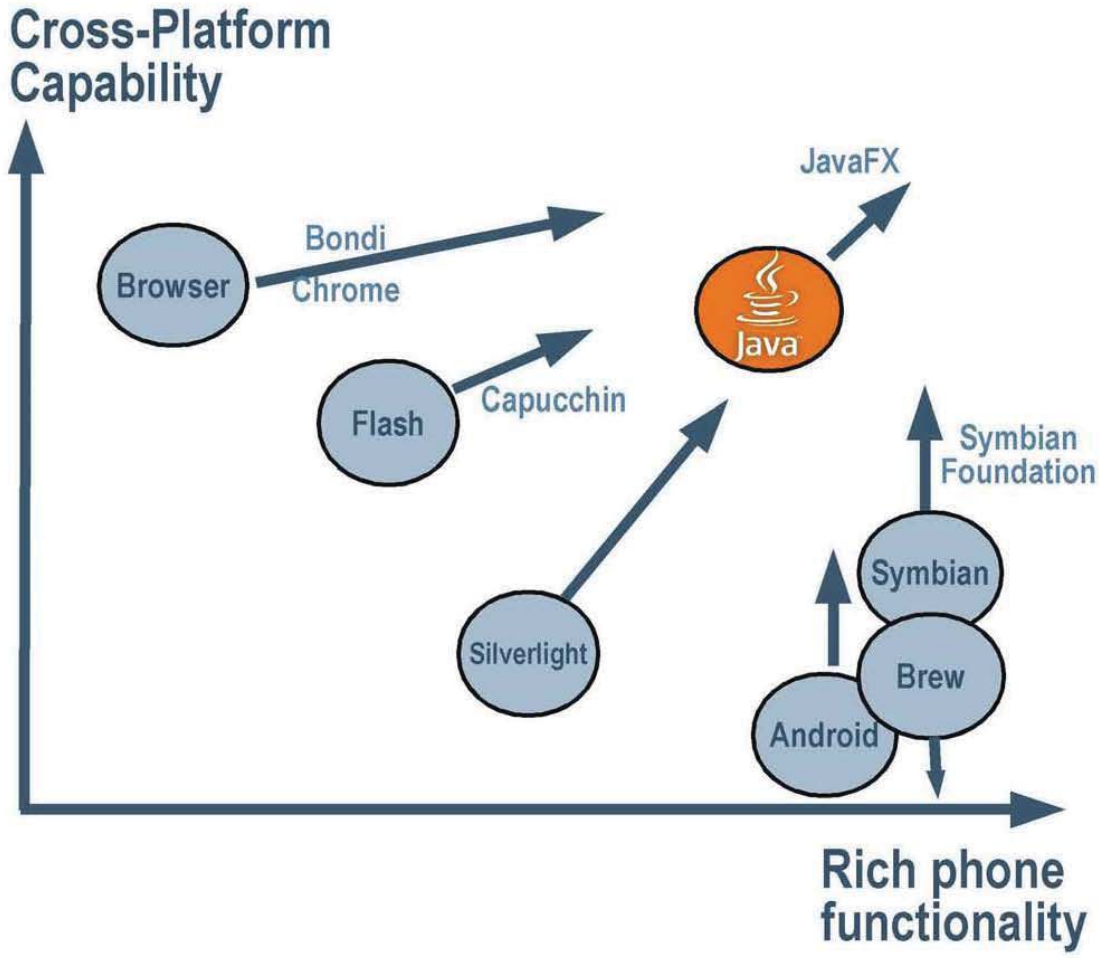
Java is the Competitive Target



- Java is strongest cross device run-time & language
- Competition is evolving to dislodge Java – targeting Java weaknesses (fragmentation, ease of development, biz model)
- In one year there will be proven, credible alternatives to Java for developers

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Call to Action

Few Short Years Ago...

- ME monetization model under price pressure
- Partners/Customers not valuing monetizing IP/conformance instead of Implementation
- New entries creating alternatives for developers (flash/web)

And...

- Developers finding platform complex
- No unified java developer channel to market

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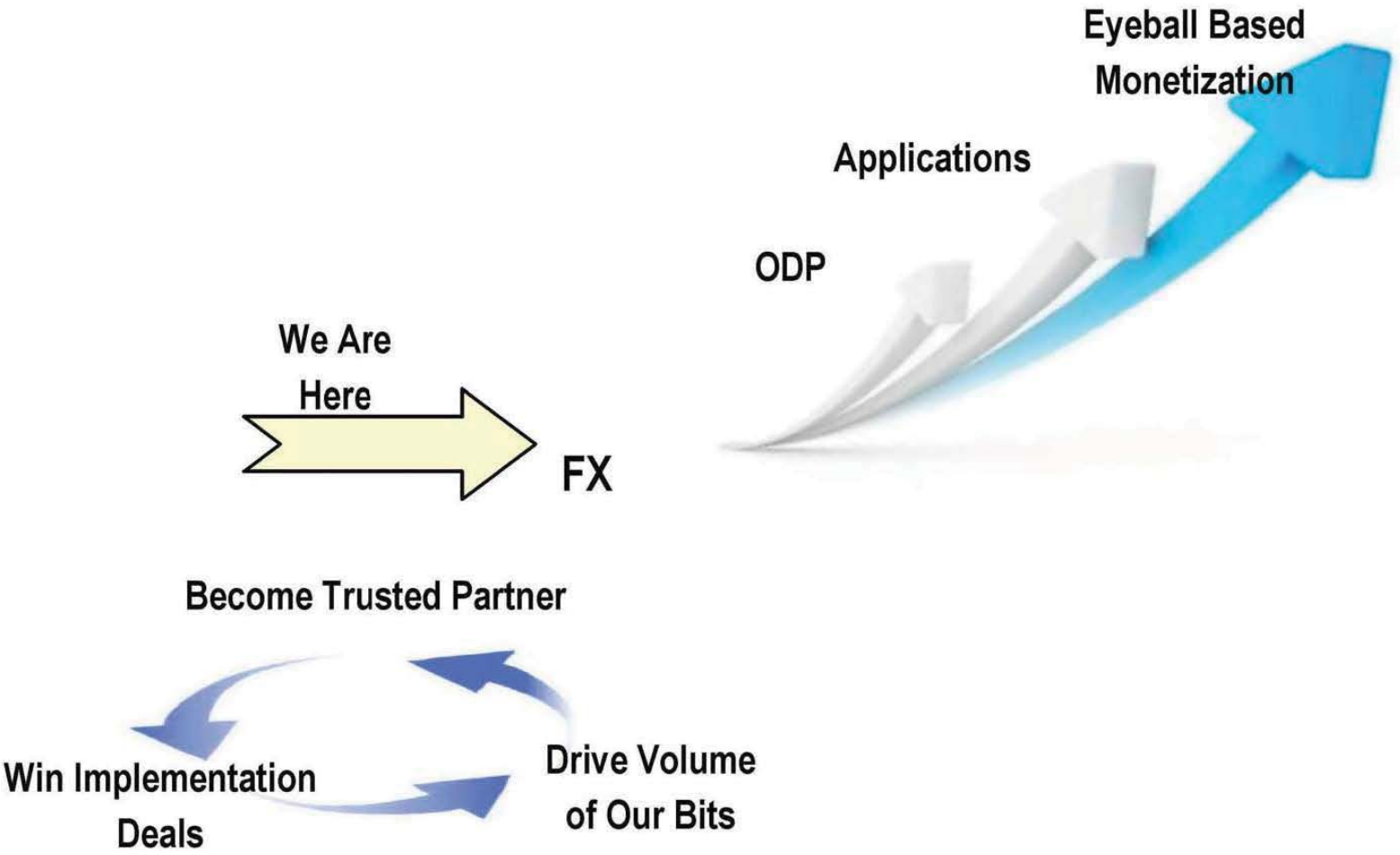
Path to New Business Proposition



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Engineering Services

Making solutions out of technologies

- Skilled, professional, global team of experts
- Work with carriers and device manufacturers
- Create quality JavaME solutions

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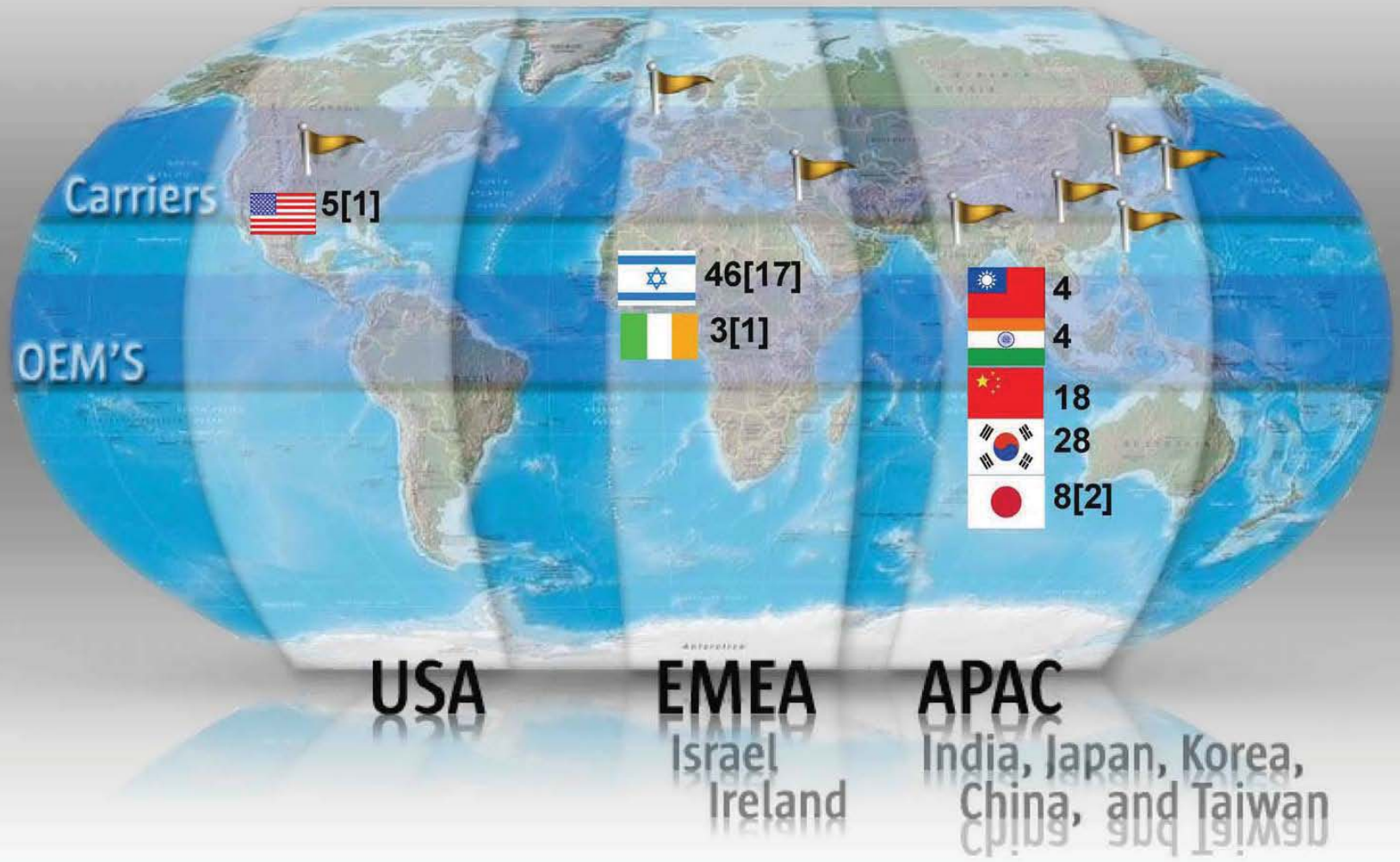
ES, Sites & Staffing



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Q2 ES Bits In The Market

	FY07		FY08		FY09 so far..	
	Project	DW	Project	DW	Project	DW
Wireless	23	15	26	14	18	13
Media	4	4	13	10	16	6
Embedded	5	3	13	6	10	3
Embedded(SE)	0	0	4	2	6	3
Total	32	22	56	32	50	25

Expecting extended growth in FY09, FY10

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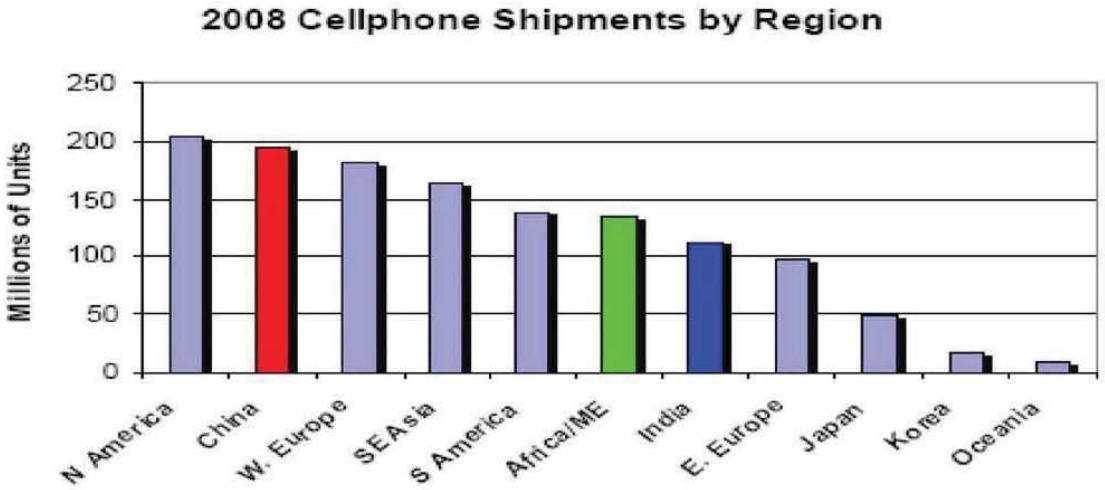
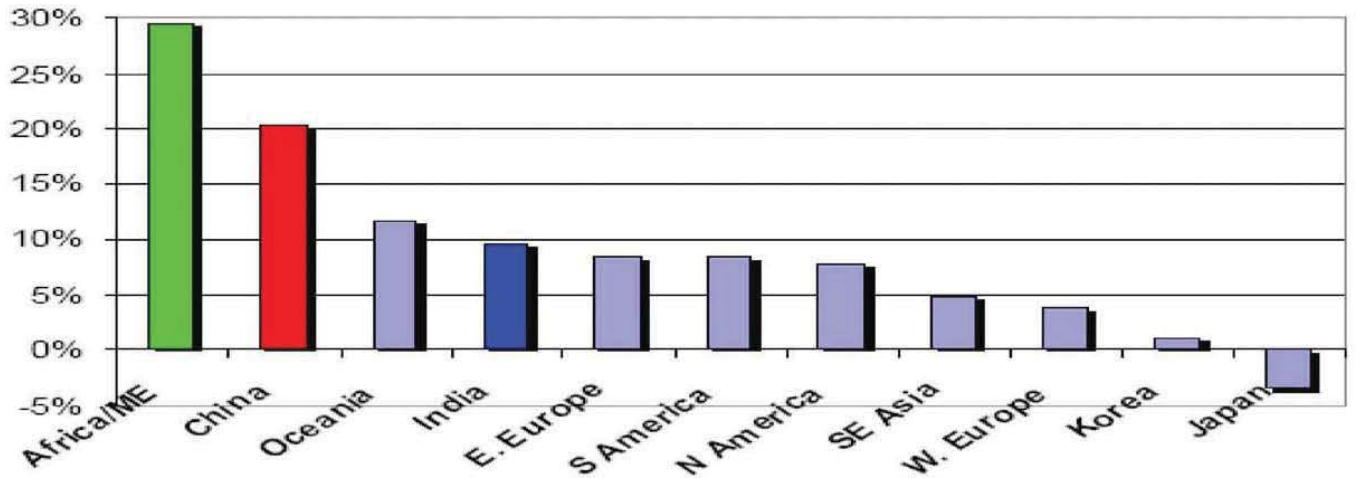
Growth in BRICA



Growth Indications
China, Africa, India



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The BRICA Opportunity

Java is the best possible solution for BRICA

- **BRICA mandates ULC mobile phones**
  - > Our competition is much weaker here
    - > Flash, iPhone, Android, WinMobile not relevant
  - > This is where the volume / growth / $$$
  - > JavaME is the natural choice. Covering the full range from ULC-Feature phones-Smart phones
- **Maximizing the opportunity with phone-top**
  - > Offering excellent value for a competitive price
  - > Moving up in the chain – position Java as a center
  - > Leverage existing OEM relationships to construct the new "BRICA solution"

BRICA countries will represent 44 % of global GDP

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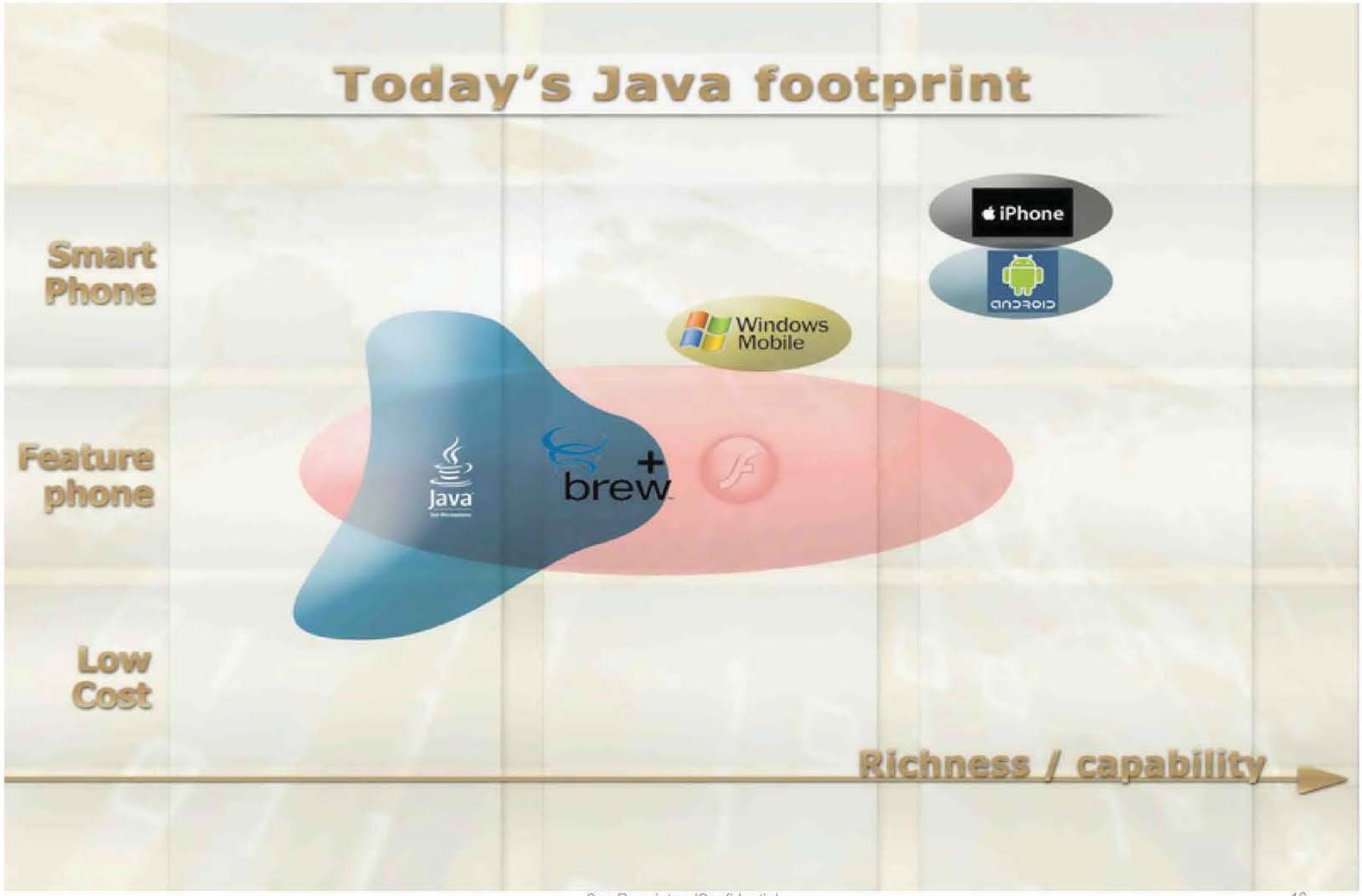

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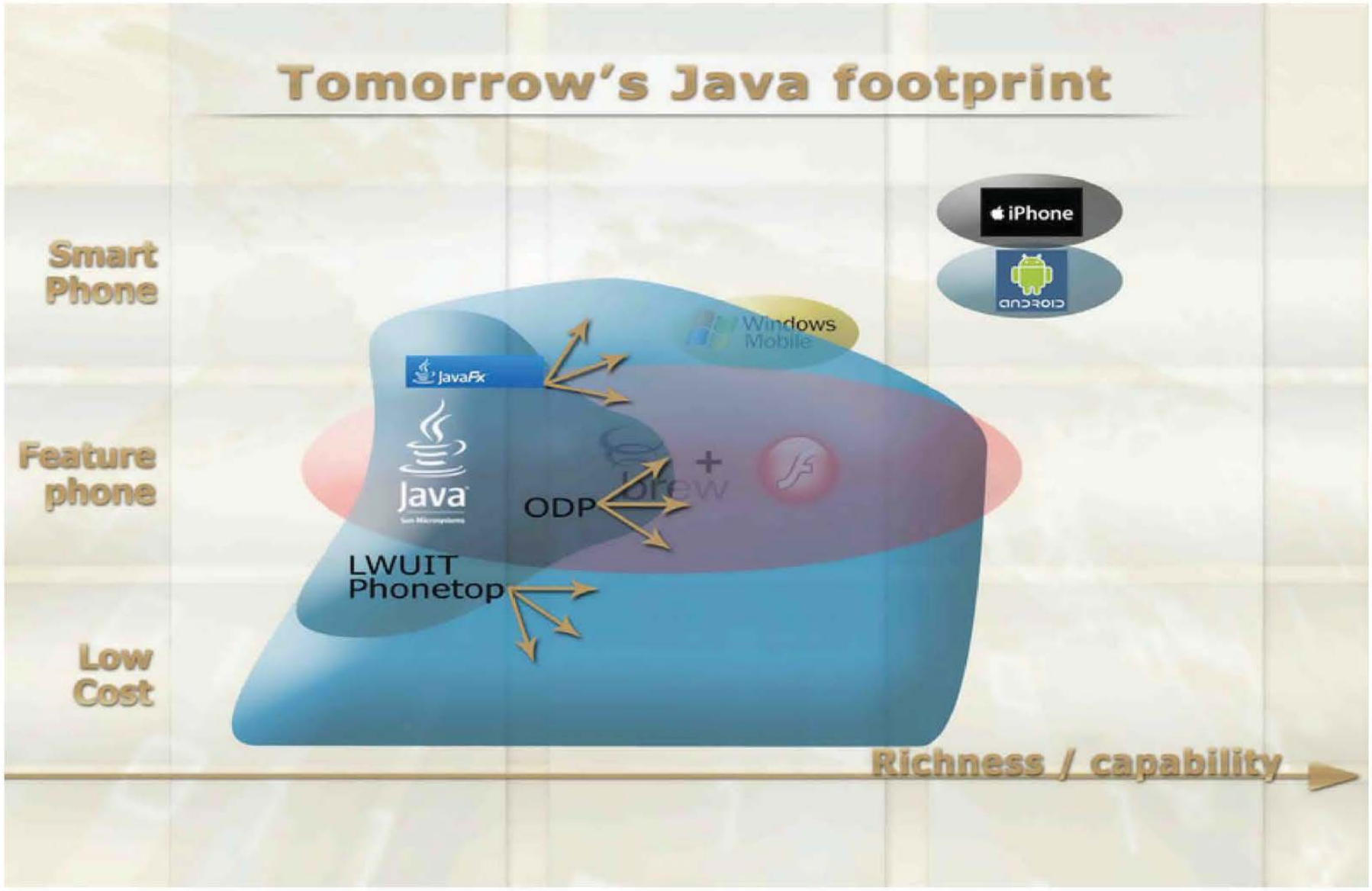

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OneJava Vision

- One modular Java across all screens of your life
  - > Scalable footprint for an ever increasing range of devices
  - > Support for common JavaFX functionality on all screens

- Best of class universal language
  - > Leverage the latest Java language set
  - > Enabling 6+ million developers to reach outside the desktop
  - > Creating an even richer pool of tools

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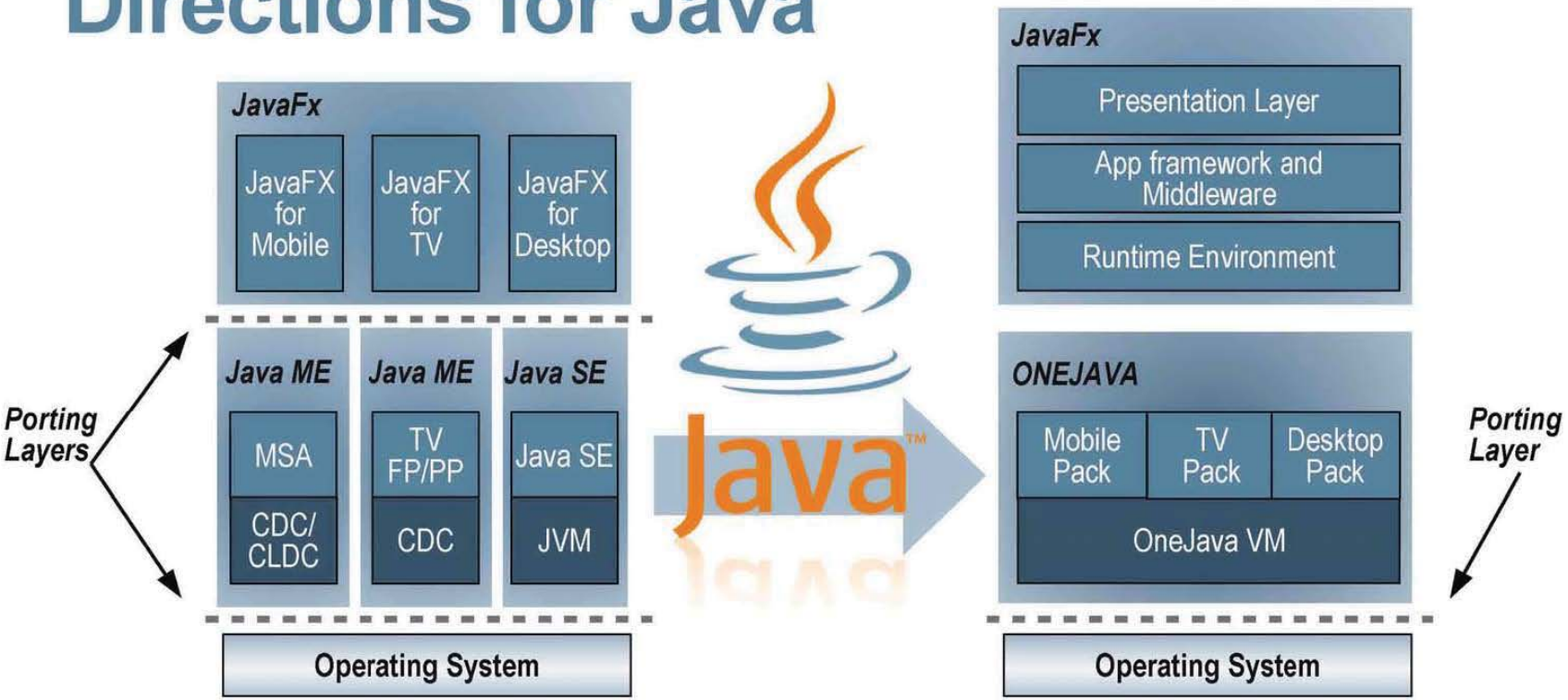
Directions for Java



Current Java Platforms

- Different versions of Java language
- Incompatible security models
- Fragmented JSR sets

OneJava

- Unified language features
- VM selection based on footprint and performance considerations
- Base packs (mobile, TV, SE) focus on feature sets

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Project Daneel

- Sun is the source for certified, indemnified Java for Android Platform
- FX Mobile enabled, JavaME enabled
- Multi-Phased approach
  - > Phase 0 – Java ME
    - > Samsung, Borks, HTC, LGE and others expressing interest
  - > Phase 1 – 1 VM
  - > Phase 2 – Full linux platform
- Announce Phase 0 now to OEM partners
- Go Public with entire plan by JavaOne

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Growing the Wireless Business

- ODP (On Device Portal)
  - > Quick Service Deployment
  - > Connected Back
  - > Idle Sreen
- Capture more Developers/Content
  - > JavaFX
  - > Web Technology Integration (align & extend)
    - > Browser Integration & Rendering technologies (Project Snapple)
    - > JavaScript, JSR 290, etc.
    - > Web Server
  - > OneJava
- Provide Java Based Solution for low end handsets

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FY09 Product Priorities

- Sun Java Wireless Client and Binary Releases
  - > Best of breed MSA implementations
  - > Monetize at the point of value with Engineering Services
  - > Java impl. as first-class citizen on the phone with ODP
- Next Generation Wireless Client – Migrate to One Java
  - > Leverage opportunity from migration to MSA2
  - > Vehicle for platform "facelift" & innovation – toward "OneJava"
- Java Task Force Against Fragmentation (JATAF)
  - > Increase quality & consistency of Java implementations/apps
  - > Participation and group work should drive new test development, implementation modifications/clarifications

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